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guaranteeing export obligations and government orders; cooperation in drawing up export and import plans; and liaison with foreign trade organs. The Sales Department is also responsible for concluding supplementary export contracts, for creating the proper conditions for fairs, expositions, and advertising campaigns, for conducting fairs and expositions, and for concluding rental agreements for collectives and all individual components (Kollektiv- und Saemtliche Einzelstaende).

3. The following is the structural plan of the Sales Department:

Director - Heinz Fliegner Sales Planning for Heavy Chemistry - 1 Hauptreferent 5 employees (Mitarbeiter) Sales Planning for General Chemistry 1 Hauptreferent 6 employees Sales Planning for Rubber. Labestos and Synthetic Products 1 Maustreferent 3 employees Sales Planning for Liquid Fuels 1 Hruptreferent 4 employees Plan Coordination and Recorting -1 Hauptreferent 2 employees Main Office (H uptreferat) for Basic Questions -1 employee (Solary E 10) Main Office for Export Programs and Special Programs 1 Hauptreferent 5 employees Office (Referat) for Fairs, Expositions and Advertising 1 Oberreferent Potash and Nonmetallic Ore Mining (at present in Erfurt) 1 department head 14 employees

4. The following are statistics on the Table of Organization of the Sales Department:

Job Title	Rate of Fay	No. on the plan TO	Altual No. Employed
Department Chief	E 5	1	1
Department Chief	E 10	2	1
"Hauptreferentin"	I.	7	$\tilde{\epsilon}$
"Oberreferentin"	1	10	9
"Referentin"	1 (	15	8
"Hauptschbearbeiter	LII	, <u> </u>	- 5
"Sachbearbeiter"	. · V	ź	$\hat{m{ au}}$
Secretary	V	1	1
Secretary	VΙ	1	ī
Stenographer	VII	6	6
TOTAL		50	45

5. The Sales Department is financed by the state budget.

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1. Comment. Multiple goods trade agreement.